

EXECUTIVE SUMMARY



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GREATER HAMILTON

THE RIGHT PLACE. THE RIGHT TIME.

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Hamilton-Wentworth
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1. LOCATION:

The Regional Municipality of Hamilton-Wentworth (Greater Hamilton), located in southern Ontario at the west end of Lake Ontario, is the largest economic and industrial complex in Canada. The Region encompasses a total area of 113,843 hectares (Ancaster, 17,751; Dundas, 2,666; Flamborough, 48,186; Glanbrook, 20,845; Hamilton, 14,098; and Stoney Creek, 10,297).



2. HIGHWAY DISTANCES:

Hamilton-Wentworth to:

Toronto	68 km
Montreal	607 km
Ottawa	467 km
Buffalo	102 km
New York	818 km
Detroit	322 km
Chicago	784 km
Washington	832 km
Boston	840 km
Pittsburgh	475 km
Indianapolis	787 km
Philadelphia	813 km

Over 100 million people reside within the catchment area of Greater Hamilton.

3. TRANSPORTATION:

Greater Hamilton is served by two national railways, Hamilton Harbour, and the St. Lawrence Seaway. Hamilton Airport, located 20 minutes from downtown, is serviced by a variety of regional, national and international carriers, offering both charter and scheduled flights. The Region is linked to Ontario's major highways by a superb transportation network.

Construction of a new trans-Region freeway, linking the QEW in the east to Highway 403 in the west, will further enhance the Region's road system.

4. POPULATION:

Greater Hamilton 1988 434,123
Average population growth rate (1981-1988) 1 %
Population in trading area over 1.5 million

Source: Hamilton-Wentworth Planning and Development Department

5. LABOUR FORCE:

(Hamilton CMA*)(1989)

Population 15 & over	471,000
Active Labour Force	336,000
Employed Labour Force	322,000
Unemployed	14,000
Participation Rate	71.5%
Unemployment Rate	5.1%

Our large male and female labour pool is educated, skilled, adaptable and productive in a wide variety of skills.

Source: Statistics Canada

* Hamilton Census Metropolitan Area includes the Hamilton-Wentworth Region, Burlington and Grimsby.

6. LABOUR DISTRIBUTION:

Industrial Sector	Employed
Agriculture	5,200
Manufacturing	80,970
Construction	16,875
Transport	8,820
Wholesale Trade	14,540
Finance	10,105
Real Estate & Insurance	5,875
Educational Services	20,220
Health & Social Services	23,995
Accommodation, Food, Beverage	16,250
Other Services	19,065
Business Services	11,610
Government Services	12,195
Other	865
TOTAL	284,505

Source: Financial Post Survey of Market, 1985, 1990.

Source: Statistics Canada, 1986 Census

8. VALUE OF SHIPMENTS, MANUFACTURING INDUSTRIES, 1985:

Industry Sector	Establishments	Value of Shipments (In Thousand Dollars)
Food & Beverage	52	\$ 900,612
Plastic Products	25	78,805
Primary Textiles Products	3	24,831
Textiles Products	22	39,215
Clothing	19	84,096
Lumber & Wood Products	35	45,388
Furniture & Fixtures	13	19,085
Paper & Allied Products	22	134,694
Printing & Publishing	100	136,158
Primary Metal	30	4,191,004
Fabricated Metal	202	990,560
Machinery	64	326,454
Transportation Equipment	26	208,920
Electrical/Electronic Products	36	509,012
Non-Metallic Mineral Products	42	227,846
Chemical & Chemical Products	34	704,901
Other Manufacturing	53	58,519
Other Major Groups	15	354,189
TOTAL, ALL INDUSTRY	793	9,034,236

Source: Statistics Canada, 1986 Census

9. HAMILTON HARBOUR:

Annual Tonnage	12 Million
Maximum Vessel Size	222.5 metres
Draft	8 metres
Berthing	11,570 metres
Total Storage	72,900
Crawler Cranes	2,250 ton, 1-150 ton
Cargo Handling	Roll-on & roll off Facilities.

Source: Hamilton Harbour Commission

Serviced by C.N. and C.P. Rail, numerous truck carriers and Hamilton Airport
Dimensions: Four Miles long and three and a half miles wide.
Shipping Season: April 1 to December 24 (generally)

7. CAPITAL EXPENDITURES IN MANUFACTURING:

(In Million Dollars)

Greater Hamilton is the recipient of much higher investment relative to its population and employment.

1985	\$1,014.5
1986	\$1,394.0
1987	\$1,322.6
1988	\$967.4
1989	\$1,167.5

Source: Financial Post Survey of Market, 1985, 1990.

Source: Statistics Canada, 1986 Census

10. CONSTRUCTION:

Building Permits	1987	1988	1989
Industrial	\$83,507,207	\$41,380,073	\$49,941,403
Commercial	\$87,180,260	\$59,520,391	\$109,503,556
Residential	\$309,013,253	\$330,436,171	\$394,853,612
Institutional	\$43,035,325	\$57,785,616	\$86,856,230
Total Value	\$522,736,044	\$489,122,251	\$641,154,801

Source: Regional Economic Development Department

11. LABOUR RATES (1990):

Minimum rate for 18 years and over is \$5.00/hr. Under 18 years is \$4.15/hr. A list of rates by occupation is available on request.

12. RETAIL SALES, HAMILTON CMA (1990):

13% Above National Average	
Total Retail Sales	\$4.6 Billion
% of Canadian Total	2.45
Retail Sales per Capita	\$8,100

Source: Financial Post Canadian Markets, 1990

13. INCOME:

17% Above National Average	
Total Personal Disposable (1990)	\$11 Billion
% of Canadian Total	2.53
Per Capita	\$19,300
Average Census Family (1986)	\$40,791
Average Household	\$35,698
Average Weekly Earnings (Feb. 1988)	\$462

Source: Financial Post Canadian Markets, 1989, 1990

14. INDUSTRIAL LAND:

Fully serviced prime industrial land is available with 3,000 acres earmarked for industry. Prices are reasonable, starting from \$150,000/acre depending on location in the industrial district. Manufacturing space is available in industrial malls or quickly-constructed pre-engineered buildings.

5. MAJOR INDUSTRIES:

Hamilton accounts for more than 60% of all steel production in Canada. Of the more than 14,000 businesses in the Region, approximately 800 firms are engaged in manufacturing. Total manufactured shipments valued was estimated at \$9 million in 1985.

16. MAJOR REGIONAL EMPLOYERS:

(over 100 full and part-time employees, 1989)

Dofasco Inc.-Hot and Cold Rolled Steel Plate and Sheet	12,000
Stelco Inc.-Primary Steel Products	10,300
Regional Municipality of Hamilton-Wentworth-Regional Government	4,100
Chedoke-McMaster Hospitals-medical services	5,700
McMaster University-Post Secondary Education	3,500
Hamilton Civic Hospitals-medical services	2,750
St. Joseph's Hospital	2,600
Westinghouse Canada-Electrical and Mechanical Products	1,640
J.I. Case-Agricultural Machinery	1,560
Canco Inc.-Major Electrical Appliances	1,400
Bell Canada-Communications Systems	1,200
St. Peter's Hospital	1,200
Mohawk College-Post Secondary Education	1,110
Sears Canada Inc.-Department Store	1,050
Eaton's-Department Store	925
Coppley, Noyes & Randall-Men's & Women's Clothing	850
The Hamilton Spectator-Daily Newspaper	820
National Steel Car-Railway Freight Cars	700
Procter & Gamble-Detergents and Soaps	670
Hamilton Psychiatric Hospital-Medical care	660
Donglas Inc.-Glass Containers	550
Ball Packaging-Metal Containers	460
Steeltek Quarry Products-Building Material	400
H.H. Robertson Inc.-Pre-engineered Buildings	400
Levi Strauss-Clothing	380
Wabco Limited—Railroad Products	350
Susan Shoes-Footwear	310
Permalite Industries-Injection moulded auto parts	310
USARCO Ltd.-Structural Steel, Nonferrous Ingots	300
Glendale Spinning Mills-Cotton & Cotton Blended Yarn	300
Pinkerton's of Canada-Security and Investigation	300
RHEEM Canada Ltd.-Storage Tanks, Water Heaters	295
Canon Pipes-Cast Iron Pipes	280
Baycoat Ltd.-Prepainted Coil Steel	270
E.D. Smith & Sons Ltd.-Food Processing	260
Magac Parity-Food Processing	250
Cold Metal Products-Strip Steel and Power Tools	245
Union Gas-Natural Gas Distribution	230
Paling Inc.-Repair & Rebuild Truck, Trailers & Equip	200
Jervis B. Webb Co. of Canada-Conveyor Systems	170
Oak Run Farm Bakery	170
Norton Canada Inc.-Refractors, Abrasives	170
Canada Ingot Mould-Ingots, Moulds	150
Porritt's & Spencer Inc.-Producers of Felt	130
Westbury Canadian Life Insurance Co.	120
Fell-Fab Products-Industrial Textiles	120
Amstel Brewery-Brewery	120
Hamilton Harbour Commission	100

17. UTILITIES:

NATURAL GAS - Hamilton-Wentworth is served by Union Gas Limited. The firm is connected to the eastern terminus of a pipeline leading to the gas and oil fields of Western Canada. Supply is virtually unlimited.

ELECTRICITY - Ontario Hydro is the producer and bulk supplier to the local utilities. Its rates are low by international standards.

Canada benefits from the availability of domestic sources of oil, natural gas, coal, nuclear and hydro power. The cost of energy is forecast to remain low as compared with other similar costs in the major industrialized countries. For example: 9.95 PF at 10,000 kWh annual consumption in Canadian dollars(1985):

Ontario	\$3.14
Italy	\$5.00
France	\$5.21
England	\$6.43
Japan	up to \$8.23
U.S.A (N.Y.State)	up to \$12.08

18. HOUSING:

Greater Hamilton has a variety of housing options ranging in style and size. Single family dwellings account for 56 percent of the housing units in the Region. 31 percent are apartments; eight percent are semi-detached homes and five percent are townhouses. An adequate supply of all forms of new housing is under construction and is forecast to continue for the near future. Housing stock is geared to all levels of income at competitive prices and run generally 45 percent less than similar houses in Toronto.

19. BANKS/FINANCE/INSURANCE:

The Region has a well-developed financial services sector, which includes banks, trust companies, credit unions, mortgage and lending institutions, stockbrokers and a wide variety of insurance and appraisal services. Moreover, Greater Hamilton is the regional centre for the business activities of many financial institutions

in the Niagara Peninsula and Southeastern Ontario.

20. TAXES:

For manufacturing and processing firms, the rate of corporate income tax in the Province of Ontario is significantly lower than in both neighbouring American states and Canadian provinces. Additional details are available on request.

21. CULTURE AND ARTS:

Greater Hamilton's world-class modern theatre-auditorium attracts international stars in the performing arts. In addition, the facility is home to a renowned philharmonic orchestra, opera company and professional theatre. Amateur theatre also abounds in the Region.

A modern convention centre, with 100,000 square feet of meeting space, and other numerous private facilities are attracting large convention business, and has elevated the Region's profile as one of the top three convention destinations in Ontario.

Greater Hamilton's rich ethnic tradition is recognized in a variety of annual multicultural events, festivals, fairs and special events for everyone's enjoyment.

The Region has the third largest art gallery in Ontario with collections by renowned national and international artists. Numerous private galleries showcase interesting and unique works of noted and aspiring artists.

22. MEDICAL SERVICES:

Greater Hamilton's seven teaching hospitals with 3,000 beds are affiliated with McMaster Medical Centre's Faculty of Health Sciences, which is renowned for its contribution to medical science. Most medical specialties are represented. Our 900 physicians and surgeons and 300 dentists combine to complete the high standard of medical care worthy of emulation around the world. The Ontario Health Insurance Plan provides universal access to medical services for residents.

23. EDUCATION:

McMaster University and Mohawk College of Applied Arts and Technology, both world-class institutions of higher learning, keep local industry abundantly supplied with well-educated, skilled employees. In six faculties offering comprehensive undergraduate and graduate programs, McMaster University accommodates over 10,000 full-time and thousands of part-time students. The University employs 1,000 faculty members and 2,500 support staff. McMaster accommodates one of the world's first nuclear research reactors and five libraries with a combined total of nearly 1.5 million volumes. McMaster is home to the famous Berrand Russell Papers.

Mohawk College is a diploma granting institution with 12,000 students enrolled in full-time courses and thousands more in part-time studies. The College offers 60 post-secondary, 32 retraining and seven apprenticeship programs. Courses include a variety of vocational instruction in industry, commerce and languages.

Leaders in co-operative education between schools and business, most notably through the Skills Training Advisory Committee (STAC), the Region's educational system is one of the finest in the province. Public and separate school systems offer a full range of educational programs, including French immersion and special programs for physically, mentally handicapped and gifted students. Several private schools cater to students' individual needs with small teacher-student ratios.

24. SPORTS AND RECREATION:

Greater Hamilton is traditionally a sporting community. It is home to the Hamilton Tiger-Cats and Canadian Football Hall of Fame. Hockey, baseball, soccer, swimming, curling, skating, tennis, bicycling, marathon running and their leagues or clubs also abound. Exciting motor car and harness horse racing are added spectator sports.

Each municipality in the Region provides a wide array of indoor and outdoor recreational facilities, community centres and parks for winter and summer activities. There are three downhill ski areas and over 5,000 acres in Conservation Areas, Royal Botanical Gardens and golf courses for cross-country enthusiasts. The Region has 20 golf courses, three of which are 18-hole municipal courses.

Hamilton Harbour provides ideal sailing and boating opportunities and ice boating in the winter.

Copps Coliseum Trade Centre/Arena's state-of-the-art facilities has achieved world-wide acclaim as one of the best hockey arena in Canada, noted for exciting international hockey, in addition to concerts, exhibitions and trade shows.

25. ATTRACTIONS AND SHOPPING:

Greater Hamilton has a diversity of excellent attractions, museums, historical buildings, amusement festivals, and a Farmers' Market. Stroll through the world famous Royal Botanical Gardens, stalk wild animals with your camera at the African Lion Safari, or ride a huge wave at the Region's Wild Water Works. Canada's first outdoor wave action pool. A variety of easily accessible malls with major department stores, boutiques and specialty shops awaits the avid shopper.

26. ACCOMMODATIONS:

Individual and family needs can be accommodated in Greater Hamilton. First-class accommodations for conventions, tourists and business visitors have increased significantly with the construction of a new 300-room downtown hotel and several inns and motels in close proximity to the downtown. Local restaurants and clubs are first rate. Camping facilities are nearby.